2018 Mid-Winter Managers Meeting
January 28-29, 2018

Crowne Plaza Times Square Manhattan
1605 Broadway at 49th Street
New York, NY 10019

Groups 5/6 Managers

Sunday, January 28, 2018

1:00-6:00pm  Registration
Broadway Ballroom Foyer, 4th Floor

2:00-2:15pm  Welcome, Introductions, and Overview
Room 401/402, 4th Floor
Sara Mummey (chair, Group 6), executive director, Lafayette Symphony
Mary Briggs, (chair, Group 5) President and CEO, Hilton Head Symphony Orchestra

2:15-3:00pm  Hot Topic Round Tables
Explore topics of mutual interest and meet with other attendees in an informal small group setting.

3:00-3:45pm  Futurist Strategies for a Digital Now
Probe the ways in which orchestras are using technology to amplify their impact. Please bring your questions and share examples from your orchestras to explore experimental projects and exchange ideas for investigating the new media frontier.

4:00-5:30pm  Plenary Session
Welcome and Introductions
Jesse Rosen, president and CEO, League of American Orchestras
Update On Tax Reform

The comprehensive tax reform signed into law in December will have near- and long-term consequences for how orchestras and other nonprofits engage with donors and serve their communities. The League’s vice president for advocacy, Heather Noonan, will provide an overview of key policy outcomes and opportunities for ongoing engagement by orchestras in the policy process.

Pathways to Engagement: Millennials and Beyond

How do we engage millennials to share in the artistry of American orchestras? How do we connect with this generation to build sustainable audiences and engage them in philanthropy? Our opening plenary will examine these strategic and timely questions. Led by Derrick Feldmann, an internationally sought-after speaker, researcher, and advisor for cause engagement, we’ll explore how millennials communicate, volunteer, take action, influence their peers, and choose to give their time and money. Through this session, we will seek to gain a new perspective on the millennial generation and learn tactics to unlock their hidden potential as audiences and donors.


5:30-6:30pm  Welcome Reception Sponsored by Boomerang Carnets
Broadway Ballroom Foyer, 4th Floor

7:00pm  Group Dinner (Location TBA)

Monday, January 29, 2018

8:00am  Coffee Provided by Colbert Artists Management
Room 401/402, 4th Floor
Breakfast Pastries Courtesy of David Whitehill, executive director, Asheville Symphony
8:00-8:15am  National Diversity Audition Fund Update and Discussion

Led by: Jesse Rosen, president and CEO, League of American Orchestras; Andre Dowell, Chief Program Officer, Sphinx

8:15-9:20am  Diversity, Equity, and Inclusion (DEI) Focus Group Conversation

In 2018, the League will undertake an extensive DEI planning process involving data collection via a field-wide survey, internal and external stakeholder interviews, and facilitated focus groups. This is a time for executive directors to participate in the process by sharing observations and experiences about the state of the DEI conversation, challenges, and needs at your home orchestras and in your communities.

Moderated by Jessica Schmidt, League Senior Advisor for DEI

9:20-9:30am  Break

9:30-10:45am  The Orchestra's Black Swans

Fire. Hurricane. Terrorism. Violence. Scandal. The world is an unpredictable place and the normal course of business can be disrupted by any number of catastrophic events. This panel explores best practices for prevention, strategies for building resilience, and case studies of orchestras that have successfully rebounded from disasters.

Alexander Poku, American Red Cross

10:45am-12:00pm  The New Frontier of Philanthropy

The philanthropic model of the 20th century enabled orchestras to flourish and created new opportunities for artistic excellence. But now, the inadequacies of this model, including its restricted vision and organizational inefficiencies, are proving insufficient to support the orchestra of the 21st century. Fortunately, significant innovation is underway and it is expanding the frontiers of traditional philanthropy.
This session will explore the new actors, new organizational models, and new mechanisms that are helping to expand the traditional philanthropic toolbox.

Richard Feiner, Columbia University

12:00-1:30 pm  Lunch (on own)

1:30-2:30pm  Self-Care for the Orchestra CEO
Professionals enter the orchestra field with a passion for the arts and a drive to advance their orchestra’s mission. Yet, this dedication is met with low salaries, demanding workloads, and limited resources. How do you do it all and stay sane? This panel will discuss strategies for thriving.

John McCann, principal, Partners in Performance

2:30-3:30pm  Managing Your Multigenerational Team
Extending the reach of your orchestra requires a generationally diverse team that can inform operations and programming. How do you cultivate a multigenerational team and position it for success?

John McCann, principal, Partners in Performance

3:30-4:00pm  Recap and Next Steps

4:00pm  Adjourn

4:00-5:00pm  Managers Advisory Committee Meeting (Group Officers Only)
Times Square C, 2nd Floor

The Reception at the Mid-Winter Managers Meeting is Generously Sponsored by
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The Monday Morning Coffee at the Mid-Winter Managers Meeting is Generously Sponsored by
Colbert Artists Management

The Wine at the Reception at the Mid-Winter Managers Meeting is Generously Provided by
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Name Badges for All League Seminars are Generously Provided by
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